



Mid-Year Review 2011 CEOss Overview

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Mid-Year Review 2011

- ACSS Staff Update
- New Vendor Welcome
- CEOss Overview

New Vendor Welcome!

- Engineering & Scientific
 - Camber
- Specialty Engineering
 - RNB Technologies
 - MTCSC
 - Survice



CEOss Overview



Individual Vendor Metrics

- Contact Domain Program Analyst Representatives to schedule individual performance sessions
 - Must be completed NLT **15 May 2011**
 - 15 minutes
 - Limit 2 Vendor Representatives per Prime
- Overall Vendor Performance measured by Performance Index (PI):

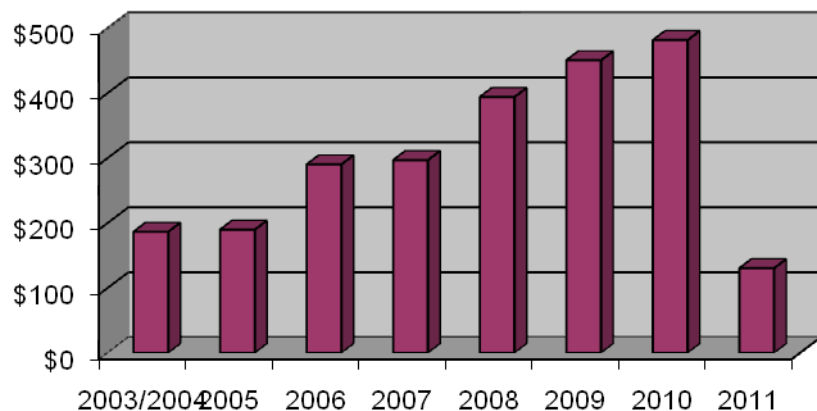
$$\text{P/Index} = [\% \text{ Revenue} + (\text{Bid \%} + \text{Avg. Score})] - (\text{LOC})^*$$

***Ranges are set differently for SB and LB to account for different bid rate requirements**



Overall CEOss Metrics

Awarded Value by Fiscal Year



Domain	Task Orders	Award Value
ALA	21	\$37,739,985
BA	11	\$9,949,508
ES	26	\$56,112,675
SE	12	\$26,528,475
Total	70	\$130,330,643

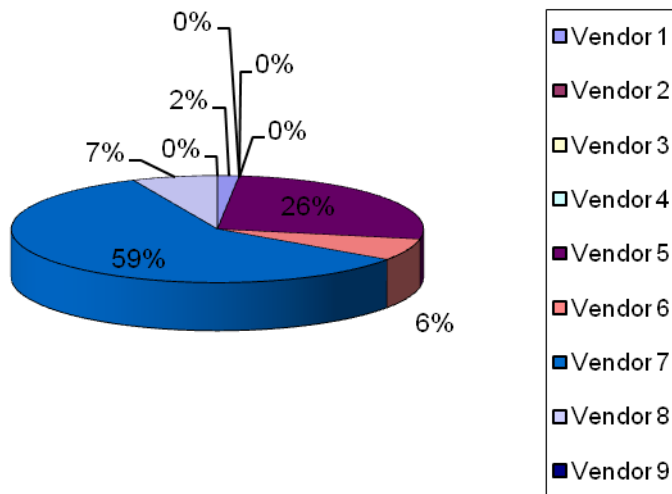
Overall CEOss Metrics

Event	Value
Open for Business	8/15/2002
Days in operation	3156 calendar; 2229 workdays
Years in operation	8.8
Remaining to \$3B award value	\$480,266,389
Grand Total Award Value	\$2,519,733,611
Total TOs	1386
Daily Average Output	\$1,130,554
Average Percent Competition	47%
Average Days in Queue	26
Average Proposal Score	85%



ALA Domain

ALA Vendors (% Revenue)

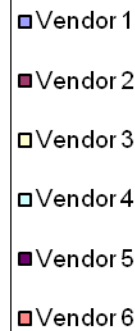
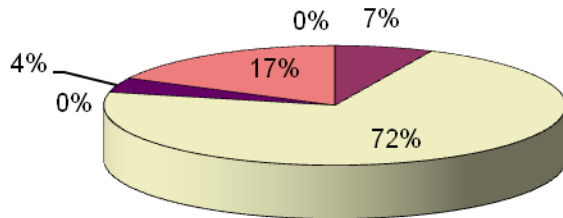


Item	Value
Invested YTD	\$37.7M
# of Task Orders	21
Avg Bid Rate	40%
Avg Proposal Score	86%
Avg Discount Rate	12%
Avg Domain Rate	\$90.06
Small Business	8%



BA Domain

BA Vendors (% Revenue)

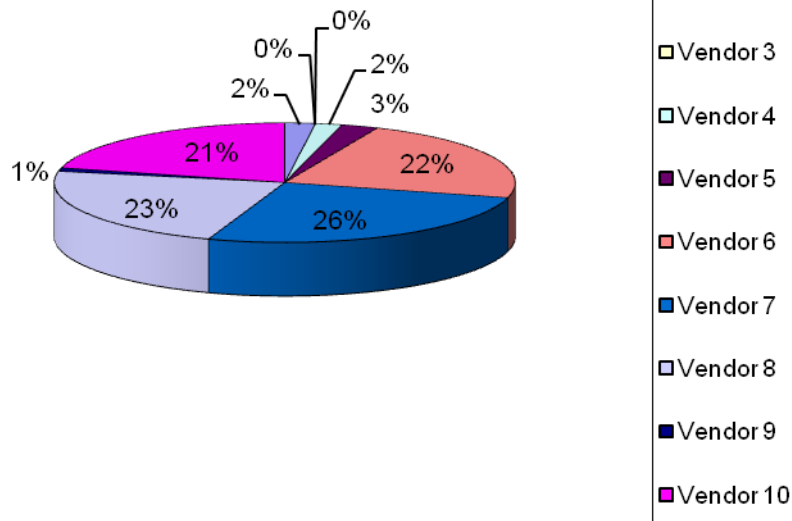


Item	Value
Invested YTD	\$10M
# of Task Orders	11
Avg Bid Rate	69%
Avg Proposal Score	87%
Avg Discount Rate	6%
Avg Domain Rate	\$100.47
Small Business	7%



ES Domain

ES Vendors (% Revenue)

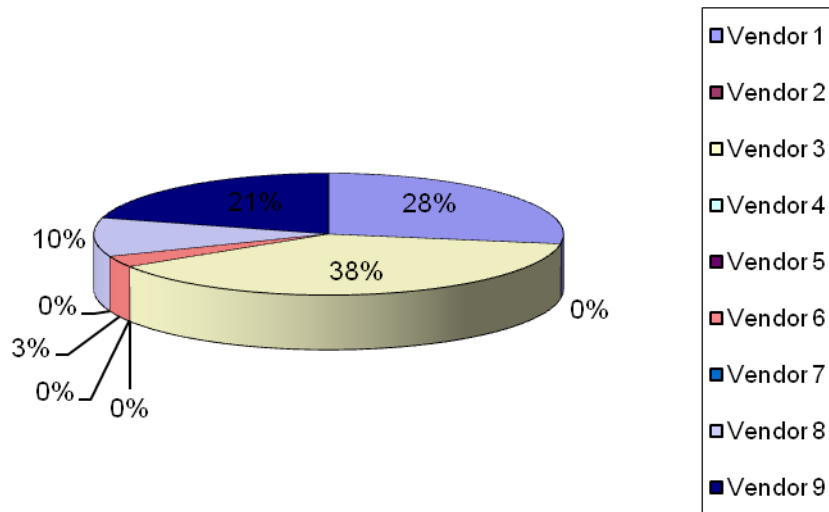


Item	Value
Invested YTD	\$56M
# of Task Orders	26
Avg Bid Rate	41%
Avg Proposal Score	82%
Avg Discount Rate	14%
Avg Domain Rate	\$95.65
Small Business	0% (No SB Primes)



SE Domain

SE Vendors (% Revenue)



Item	Value
Invested YTD	\$26.5M
# of Task Orders	12
Avg Bid Rate	39%
Avg Proposal Score	85%
Avg Discount Rate	13%
Avg Domain Rate	\$93.25
Small Business	0%





Travel/Other Direct Costs (ODCs)

Do	Don't
Enter all Travel/ODC requests in eP2	Submit Telecommunications equipment and service
Ensure ODCs are incidental to services provided	Submit Printing expense
Seek KO approval: >\$500; unique; Conference Fee	Submit Office Supplies
Submit Travel expenses IAW JTR and established per diem	Submit Courier/Mail Service
Track expenses carefully	Submit Training expenses
Provide justification	Submit Computer related expenses
Ask KO, when in doubt , before incurring expense	Segment ODC submission to bypass KO approval

Modifications

- Must be related to original PWS
- FAR 8.405-6; Justification & Approval
 - <\$150K – ACSS Contracting Officer; abbreviated J&A
 - \$150K - \$650K – ACSS Contracting Officer; full J&A
 - >\$650K – MCSC Competition Advocate; full J&A
- No 25% ceiling
- Must address impact to remaining option periods

Renewal Option Periods

- May be included with Base Task Order (“B+2”)
- Unilateral Option Exercise; no PWS changes
- Retains Task Order Number from Base
- PWS changes done via modification process
- May offer longer term arrangements on a case-by-case basis (i.e. base plus 3 or 4 options)

Offeror Feedback

- IAW FAR 8.405-2(d)
- Upon request to CEOss Contracting Staff
(Your domain Contracting Specialist)
- Information provided:
 - Awardee, their price and their ratings
 - Your ratings
 - Copy of evaluation sheet comments



Evaluation

- New Ratings and Definitions will be reflected in RFQ template
- Increased emphasis on price
- Improved tools and templates for Source Selection Boards
- Legal Participation/Review
- Better feedback to vendors
- Potentially longer cycle time

IGCE

- FAR 8.405-2 (d) “The ordering activity is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered, and **determining that the total price is reasonable**”
- IGCE is the means by which we determine this
- We negate the value of the reasonableness determination and limit price competition if we provide the IGCE



CAC

- CACs only issued when definitive requirement for one:
 - To access our systems
 - To gain access to multiple bases/installations on a regular basis
- SAARs must have original signatures
- SAAR Block 16a
 - expiration of contract or task order
 - If options, use the end date of the last option year
- Security must be notified when a contractor leaves the contract
 - CAC returned to COR

Continuing Resolution

If:	Then:
Funded with "Other Than" Current Year Appropriation	No impact
Funded with Current Year Appropriation	Funded to end of CR or 3 months, whichever is longer. Options or extensions for the balance of the effort. Continues until budget is passed.



Shutdown Guidance

- Generally, contractors performing work on **contracts funded prior to a shutdown**, whether supporting excepted activities or not, **may continue working** and will be paid out of the obligated funds, subject to further direction from the contracting officer.
- **New contracts**, or increases in funding of existing contracts, needed to support **excepted activities** may be entered into during the period of a shutdown, but **payments under such contracts cannot be made** until Congress provides additional funding.



2012 BPA Expirations

- Primes required to re-compete
- Expiring BPAs:
 - ALA: 3
 - BA: 2
 - ES: 6
 - SE: 2
- Will be advertised this year with planned award in Summer 2012
- Existing BPAs extended to cover remaining renewals

Schedule for Open Season

- New BPAs:
 - RFI: **May 2011**
 - New Vendor Workshop: **June 2011**
 - Proposals Due: **July 2011**
 - Staggered openings (ALA/BA first; then ES/SE)
 - Award: **Summer 2012**
- Existing BPA Holders:
 - Updated Schedule: **June 2011**
 - Updated Teams Listing: **June 2011**
 - Modifications executed: **Summer 2011**

Miscellaneous

- In-Sourcing
- Engineering Policy
- CPARS
- Council for Governance
- Small Business Considerations
- How can we improve?



Q&A